

**C-40 Pre-Solicitation Conference  
Contractor Logistics Support (CLS)  
20 June 2003**

**Introduction (Anthony DeVico, PCO)**

- Opening remarks and welcome
- PCO discusses Purpose, Ground Rules and Proposal Submittal
  - **Purpose** – to ensure a common understanding of government requirements, proposal instructions, the C-40 program and our CLS approach, and to gather questions and/or comments regarding the RFP from prospective bidders.
  - **Ground Rules** – Provide questions in writing, official answers to be published on NAVAIR website, and terms and conditions within RFP will control over any discussion at the conference.

**Program Overview (Captain Mike Fralen, Program Manager, PMA-207)**

- Opening Remarks
- Briefed on programs within PMA-207
- Highlighted that this was the start of a two-way communication effort between the Navy and industry and that we are interested in what they have to say.

**Program Description (LCDR Kurt Schaedel, Deputy Program Manager, PMA-207)**

- Program Description (Site, Depot and other support services)
- Primary Operating Sites (aircraft distribution)
- Anticipated Fleet Growth and new primary operating site
- FAA Certifications (14 CFR 121 and 145)
- Site Support (Line Maintenance, Inventory Management, Tracking, Control, Replenishment, and Repair of Inventory, Temporary Assets, Consumables/Expendables, Engine Condition Monitoring)
- Depot Support (“C” Checks, incorporate Service Letters, Bulletins, Navy Modifications)
- Drop-In Maintenance (Scheduled/Unscheduled, Aircraft Modifications, Emergency Maintenance, Crash Damage Repair, Over-and-Above)
- Other Support Services (Contractor Field Teams, Field Support Representatives, Other Vendor Items)

**Formal Source Selection Process Overview (Bill Basham, Source Selection Authority)**

- Source Selection Process – Selecting the best value proposal. Lowest cost proposal may not be selected. Proposal determined to be more advantageous to the Government
  - Gave an example of when NAVAIR has paid considerably more for a winning proposal emphasizing that lowest price does not control.
  - SSA keys on what is best for the fleet.
- Discussed Document Relationships, Evaluation Flow Diagram
- Government intends to award without discussions but reserves right to conduct discussions, if necessary.

**Contract Overview (Anthony DeVico, PCO)**

- Discussed Proposal Submittal (Sign fully-executed RFP, complete Section B (prices) through K, and Section L attachments), Cross Reference Matrix, Typical Proposal Shortfalls, Proposal Preparation Considerations
- Pre-Requisites (Pass/Fail, Certifications, OEM Licensing Agreement and Notification Ltr)

**Past Performance (Anthony DeVico, PCO)**

- Discussed Past Performance Instructions (recent relevant)
- Evaluation on Proposal Information, CPARS, and Questionnaire feedback

**Experience/Technical Proposal Instructions (Mike Schmitt and Chris Maus, Experience/Technical Team Leaders)**

- Experience, Technical Approach and Capabilities and Sample Tasks shall be presented through Oral Presentations
- **Experience:** Performing Supply and Depot Support, Global Operations, Managing Subcontractors, and Coordinating Government/Contracting Teams
- Sample Tasks shall be obtain insight versus oversight of contractor conduct of business. Find a process to identify problems and correct them.
- **Technical Approach:** Turn Around Times for Serial Controlled Items and Depot Support, Temporary Assets, Material/Supply Management, Unscheduled Depot Maintenance, and Contractor Field Team Strategy
- **Technical Capabilities:** Depot Facilities (Depot Level, Strip/Paint, and Engine Overhaul) Throughput Capacity/Workload
- **Sample Tasks:** Purpose of Sample Tasks (Understanding of Government requirements), Instructions and time restrictions of Sample Tasks
- Oral Presentation Instructions: Submittal, Time restrictions, Personnel, No pre-recorded audio/video, only Presentation Material addressed during Oral Presentation shall be evaluated, Clarification questions from Government representatives; and Offeror shall not answer questions if answer shall change its proposal.

**Small Business Concern Subcontracting Strategy (Anthony DeVico, PCO)**

- Discussed Small Business Strategy
- Discussed applicability of Small Business Subcontracting Plan

**Price Proposal Instructions (Anthony DeVico,PCO)**

- **Proposal Instructions General:** Complete all Sections B-K and Attachments, Price/Price supporting document in this volume; emphasized that offerors may not revise the cost reimbursable CLIN estimates in Attachment (2) and that this info would be summed to arrive at the price of the proposal. Encouraged attendees to insure that pricing on this sheet, in the proposal and in Section B all match up. Sometimes proposals have conflicting figures.
- Evaluation Criteria: Evaluate Offeror's Price Proposal based upon Section L Attachment (2) quantities/amounts and Evaluated for Reasonableness and Realistic.

**Conclusion (Anthony DeVico, PCO)**

- Requested questions from the audience and acknowledged that a written responses to all questions shall be placed on website.
- The PCO provided information on four items of interest pointing out to the attendees that they should watch for these items as possible changes when the final RFP comes out:
  - The PCO pointed out that the Liquidated Damages clause in Section F may be revised. The language stating that the clause would not apply if a critical defect was found and the delivery date renegotiated was not correct. The PCO believes that the Liquidated Damages clause would apply to the newly negotiated delivery date.
  - The PCO pointed out that in the PWS, Attachment 1, paragraph 5.4.4 would be changed to add procurement to the duties. The contractor will “procure, manage...” the Deployment Support Kits. Currently, the Government does not own the kits. It is our intent to purchase and own the kits and have the contractor manage them.
  - The PCO reiterated that there may be more aircraft added for site support then briefed at the conference based on potential Congressional plus-ups. As a result, the Government is considering adding additional quantities of C Checks to purchase under the C Check ordering CLINs.
  - The PCO mentioned CDR(S) Shaedel’s comment that the PMA may be directed to stand up a third site within the first year of the contract; that this information had just been received. Accordingly, the PCO advised the attendees that the Government may add stand up of a new site to the RFP as a requirement for offerors to bid on.
  - The PCO reiterated that the RFP controls notwithstanding anything said to the contrary.
- Attendee’s List and Pre-Solicitation Conference Presentations shall also be place on website

**Adjournment**